

WAYS OF THE SHOP

How the Salespeople Attract or Repel Customers.

PLAIN COURTESY SUCCESSFUL

Suspicious Importance Drives Trade Away—The Shoppers' Favorite About Women.

This department has before this day and date included in the tribe saying, "There are two sides to every story."

It is a good thing to keep this truth in sight when mingling with the affairs of the human kind. A thorough appreciation of the text keeps us from becoming rash or morbid concerning individuals and methods.

There is a deal of talk about the woes of the saleswoman who sacrifices her patience and her strength that others of

In many instances the loss of a sale and the "bottomless shopper" is entirely due to the ill conduct of the saleswoman or salesman, who makes advantage of the opportunity to indulge a slight sense of importance that is easily aroused.

Of course, if that "fashionable" floor-walker, detects that characteristic of the automatic saleswoman or salesman, loses her or his job "for the sake of the house."

That a courteous, helpful and well-qualified saleswoman is appreciated may be known from the fact that she will know of other friend's who are willing to wait until the turn, however inconvenient, for her cheerful services.

There are, indeed, plenty of cranky shopkeepers and a lot of the chronic "show-off," and there are also more than enough disliking, sour-tempered and insolent folks behind the counter.

Her Credentials.

An ancient legend tells us that the angel on guard at the door of heaven was once asked by an impulsive passer if more married or more single women passed through.

"More married ones," he promptly answered.

"Indeed?" said the questioner, who was a man, and who immediately began to plume himself. "Their husbands' virtues, of course, admitted them.

There is a deal of talk about the woes

mixed with a tablespoonful of ammonia.

Herbs. Gather when beginning to blossom, and keep in paper sacks.

Ink Stains. Wet with spirits of turpentine; after three hours rub well.

Jars. To prevent get husband to subscribe for the home paper.

Keep an account of all supplies, with cost and date when purchased.

Love lightens labor.

Money. Count carefully when you receive change.

Nutmegs. Prick with a pin, and if good, oil will run out.

Orange and lemon peel. Dry, pound and keep in bottles.

Parsnips. Keep in the ground until spring.

Quicksilver and the white of an egg destroy bedbugs.

Rice. Select large, with a fresh, clear look; old rice may have insects.

Sugar. For general use granulated is the best.

Tea. Equal parts of Japan and green are as good as English breakfast.

Use a cement of ashes, salt and water for cracks in stoves.

Variety is the culinary spice.

Watch your back yard, keep it clear from dirt and bones.

Xanadippe was a scold. Don't imitate her.

Zinc-lined sinks are better than wooden ones.

Every Lady in Town

Would prefer being excused from a surgical operation when she could be positively cured of palsy by using H.H.'s Pile Pomade. A printed guarantee with each package. Price \$1.00, six packages \$5. By mail, R. C. McWilliams, No. 38 West Bridge street, and Peck Bros., No. 129 Monroe street.

A Wonderful Statement.

Proprietors of Dullam's Great German Hosiery:

GENTLEMEN—I have for the past two years been troubled with a serious and very severe Liver and Stomach difficulty. Have had advice and medicine from our very best physicians and only to be temporarily relieved. Some of my friends persuaded me to try your Great German Remedy for the Blood, Stomach and Kidneys, and to my surprise, after using three bottles, I feel like a new man. If you desire you can use my name in print or reference in any of the Grand Rapids, Michigan, papers, or any other papers in the states, to convince the afflicted that it is the best Blood, Liver and Kidney medicine on earth. I feel like a new man. Have lived here for over forty years.

J. M. LIVINGSTON,
Grand Rapids, Mich.

For sale at Scribner & Aldworth's drug store, No. 73 Monroe street.

Sickness Among Children.

Especially infants, is prevalent more or less at all times, but is largely avoided by giving proper nourishment and wholesome food. The most successful and reliable of all is the Gail Boileau "Eagle" Brand Condensed Milk. Your grocer and druggist keep it.

Physicians Outdoors.

My wife has been suffering with female trouble of the severest kind for over three years. I have paid \$25 during the last three months and she had no relief. She had doctoring continually with the best of physicians.

I bought three bottles each of Dullam's Great German Female Uterine Tonic and Dullam's Great German Blood, Liver, Stomach and Kidney Cure. I can say today that she is entirely cured.

W. H. DROWLEY,
Detroit, Mich.

Girls, Don't Laugh.

Girls, do not laugh at the mistakes of the bashful man or boy. You have no idea how your innocent mirth wounds him, and there is no use in making anybody unnecessarily miserable. No matter how much a little woman of the world you think yourself now, you can remember certain episodes in your past.

Certainly many women are exacting and overfussy when buying goods, and others get waited upon just to find out what the new styles are, and how much money they cost. It is a good idea, but those difficult and presuming patrons are few and far between compared with the large number who go shopping because they need or wish supplies of some sort.

It cannot be denied that it is hard to suit some women, and that others are superficially imperative and domineering while making selections.

But saleswomen must expect to take the bitter and the sweet with their salaries just like any class of wage-workers.

If you feel disposed any peculiar day you may learn the other side of the story by observation, meaning the imperfections that are brewing for the shop per the automatic saleswoman.

This mild form of despot is more or less numerous in all stores and shops where the fair sex exchanges commodities for cash. She is deferential enough to the pattern of financial importance. She gets her time-expensive work in on the shoppes of moderate means, who is there to buy fast qualities at reasonable prices. She knows that this patron's limit falls short of the best qualities and she proceeds to demonstrate her estimate of the situation.

The woman who is there to buy feels herself shrinking into insignificance. She isn't satisfied with the meager variety placed for her inspection, nor does she care too cheap for much waiting upon. She hesitates and finally says that she had rather set her preference upon a light brown.

She has seen the automatic saleswoman's quick expression and manner of disdain, and, when she says, "Nobody wants a light, hasn't it got to be?" finds that there is no call for it.

Then, does this shopper realize her ignorance and her disgrace. She knows something about "not for myself," and makes a snap over there, where an affable messenger of fate promptly receives her good opinion of herself and

RECEPTION GOWN.

career that makes you grow warm from head to foot just to think of it! This is all.

Even though today your manners are nearly perfect as possible and your deportment at all times correct, you can undoubtedly remember a time when to enter a room that held strangers was an ordeal that you would have avoided if you could have done so without shocking the proprieties that in those days seemed such fearful boughs.

Can you not remember that every eye was fixed upon the smallest details of your attire, with harsh and irritating criticism in the glance, and for the time being your feet and hands seemed to have assumed most unusual proportions, and though in other places you knew perfectly well what to do with them, they, on this occasion, became management and you felt as though you were all bairns and foet?

Fear't the memory of the mocking smile or the titter that went around at your expense as hard to bear in memory as it was in reality? Therefore refrain from making fun of the bashful ones. They find it much more difficult to become accustomed to the company of strangers, especially of the opposite sex, than you with your woman who is an adaptability to innumerable social occasions. Bashful ones, of course, for an improved sense of self consciousness, but the unhappy victim should be pitied rather than ridiculed and helped to gradually conquer that which, while it lasts, is as bad as a disease.

Guide for Thrifty Housewives.

Apples. Keep in dry place as cool as possible without freezing.

Bacon. Hang in the cellar-way to keep soft and pliant.

Cranberries. Keep under water in the cellar; change water monthly.

Tooth of hot water set in oven prevents rashes, etc., from scorching.

Economic time, health and means, and you will never beg.

Flour. Keep cool, dry and securely covered.

Glass. Clean with a swab of water,



Want Columns

HELP WANTED MALE.

A DIVERTISEMENTS OF THREE LINES OR more under this head, 2 cents per line for one insertion; 10 cents per line for three insertions; or 30 cents per line for one week.

WANTED—A furniture packer for table work. Stow & Davis Furniture Co., No. 30

WANTED—Two blacksmiths who understand working steam hammers; must be reliable and not inclined to drink; will give such as a good salary; good employees. Apply to Mr. H. B. Morton, house, No. 8 Clark street, Chicago, Ill.

WANTED—Competent and reliable salesman to call on wholesale trade; a successful solicitor; ex teacher; previous references required. Write to Mr. E. Allen & Co., 1017 Dearborn street, Chicago, Ill.

WANTED—Two first-class carriers. Apply to John E. Brown, Michigan Trust building.

WANTED—A nurse for children. Inquire at Jefferson avenue.

WANTED—Girl for general housework in a small family. Apply at 27 Charles St.

WANTED—An experienced waist trimmer. Inquire of Mrs. D. McKay, 150 Ottawa street.

WANTED—AGENTS.

WANTED—Parties why have means and in the wish to establish themselves permanently in the business, to find agents for our known valuable interests, either a city, state, or territory. Apply for terms.

WANTED—In every town in Michigan, men and cancaners to handle novelties and household articles. Call or address Mr. Wm. W. Gillett, room 2, Woodward & Cass, 21 Monroe street.

WANTED—Agents to sell our choice and baulky money stock. We have many new special varieties, both in fruits and ornaments to offer, which are controlled only by us. Write to Mr. Wm. W. Gillett, room 2, Woodward & Cass, 21 Monroe street.

FOR SALE—All kinds of city property; also cheap lots that can be sold on time and houses and lots ranging from \$10,000 to \$20,000. I think I can suit you with almost anything you want to buy. Call at 21 Monroe street.

WANTED—Life insurance companies to whom you can apply for a certificate of insurance, and also a skirt trimmer. Call at 21 Monroe street.

WANTED—District agents by the Equitable Life Insurance Company of Iowa.

WANTED—Agents to sell life insurance, property and stocks, etc. Call or address Mr. Wm. W. Gillett, room 2, Woodward & Cass, 21 Monroe street.

FOR SALE—New home, all modern and A. No. 17, ought to bring \$3,000, if not quite \$3,500. This is very desirable property, situated on a hill and only a few minutes walk from post office. I have several houses for sale or exchange, and also a fine farm on 100 acres, \$1,000 per acre, and a house on 100 acres, \$1,500 per acre.

FOR SALE—All kinds of city property; also cheap lots that can be sold on time and houses and lots ranging from \$10,000 to \$20,000. I think I can suit you with almost anything you want to buy. Call at 21 Monroe street.

WANTED—By an experienced bookkeeper as a part-time occupation, or for permanent or responsible office-work; none but those desiring a practical account need apply; can furnish references as to ability, character, honesty, etc. Call at 21 Monroe street.

FOR RENT—Six lots on Antecedent court, on North side of Lyon street, between College and Union. For sale only. This is a grand court, with fine trees, and a fine schoolroom, and also a fine residence, with a large garden. Call at 21 Monroe street.

FOR RENT—One bedroom, \$1.50. Apply to New Homeowner or telephone 212.

FOR RENT—Six acres in the south part of the city near Burton avenue. For sale for cash, or will trade for other property. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Furnished rooms in the Winooski block; steam heated gas and bath room. No. 125 South Division street.

WANTED—To rent.

FOR RENT—By an experienced bookkeeper as a part-time occupation, or for permanent or responsible office-work; none but those desiring a practical account need apply; can furnish references as to ability, character, honesty, etc. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part of the city, located at the corner of James and Wealthy. Can be cut into four lots, one acre each, and will be suitable for a fine residence. Call at 21 Monroe street.

FOR RENT—Sixty acres in the south part